U.S. General Services Administration

Defense Information Systems Agency
A Combat Support Agency

Future COMSATCOM Services Acquisition

IT Schedule 70 COMSATCOM Special Item Numbers Industry Day

October 22

Agenda

9:30 am – Schedule 70 Special Item Numbers (SINs) RFI

- **Background**
- **IT Schedule 70 Request for Information**
- **COMSATCOM SIN Descriptions**
- **Terms and Conditions**
- **Price List Examples**
- **Evaluation Factors**
- **Next Steps**

10:30 am – Industry Q&A

11:00 am – Break

11:15 am – Preparing a Quality Schedule Offering

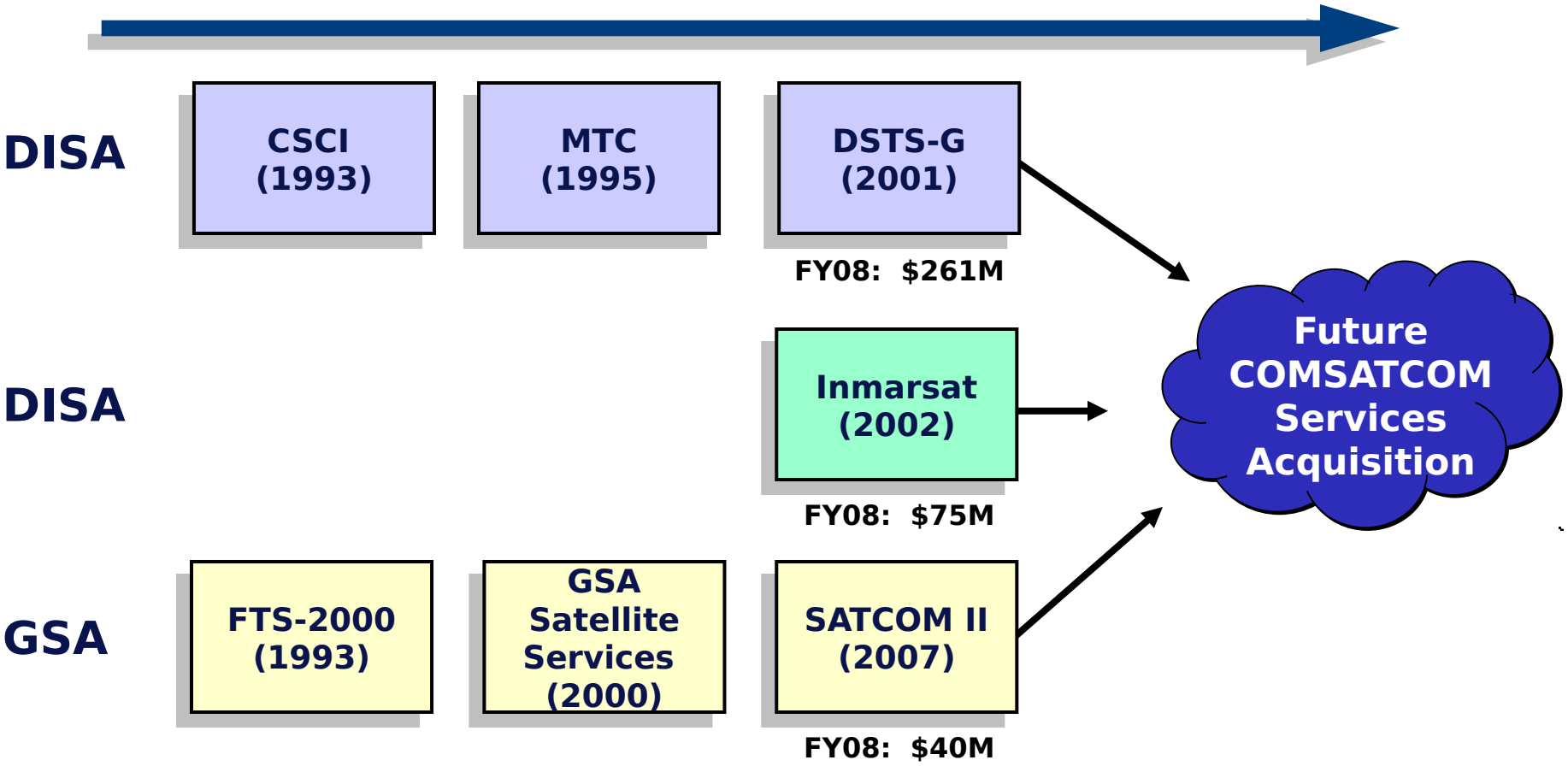
Please Note

Today's briefings will be posted and available at

www.gsa.gov/fcsa

Background

Commercial SATCOM History

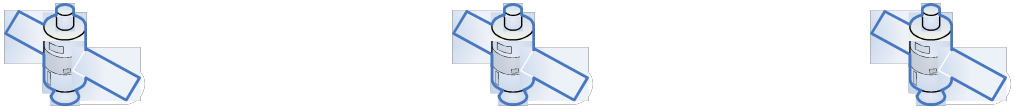


- CSCI – Commercial Satellite Communications Initiative MTC – Managed Transponder Contract
- DSTS-G – DISA Defense Information Systems Network (DISN) Satellite Transmission Services—Global

FCSA Service Areas and Contract Vehicles

Contract Mechanism

TRANSPONDED CAPACITY



Vendor defines parameters for use and price

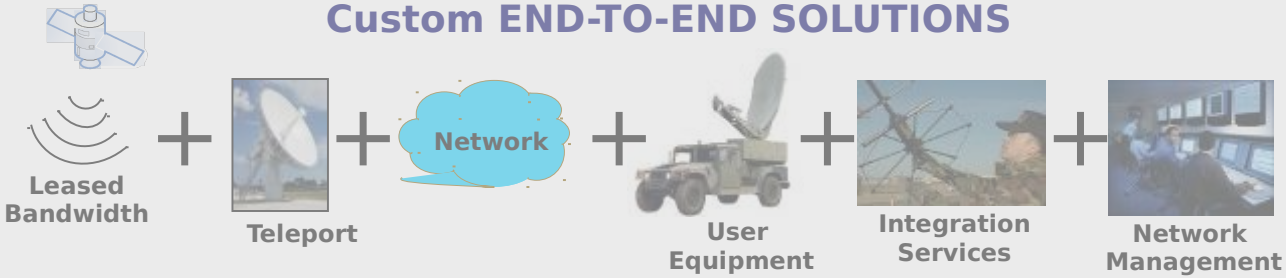
Multiple Award IT Schedule 70

"Plug-in" SUBSCRIPTION SERVICES
($/month, $/minute, $/MB)

Vendor defines standards, interfaces, and subscription rates

Multiple Award IT Schedule 70

Custom END-TO-END SOLUTIONS



Customer defines standards, components, and interfaces (which determines cost)

Multiple Award ID/IQ Contracts

Today's Focus on Federal Supply Schedule Offerings i.e., Transponded Capacity and Subscription

COMSATCOM Schedule 70

- Evergreen Clause offers 20 year Period of Performance (PoP) (5yr base + three 5yr options)
- Allows addition of qualified vendors
- Vendors define and price their commercial offerings
  - Prices based on Most Favored Customer pricing
  - Discounts expected on a Task Order basis without the need to modify the base contract
- New technologies can be added at any time through contract modification
- Open to large and small businesses

IT Schedule 70 - New Special Item Numbers (SINs) for COMSATCOM Services

- **No one is advantaged or disadvantaged by holding a IT Schedule 70 contract prior to submitting a proposal for the COMSATCOM Services SINs**
  - **All current IT Schedule 70 contract holders will have to provide a proposal for the new SINs**
  - **For vendors not currently holding an IT Schedule 70 contract, applying for IT Schedule 70 occurs as part of the proposal for the new SINs**

For additional info on IT Schedule 70:
www.gsa.gov/schedules

IT Schedule 70
Request for Information for

Transponded Capacity & Subscription Services

IT Schedule 70

- **IT Schedule 70 is a continuously open solicitation**
  - **Two COMSATCOM SINs will be incorporated into a future IT Schedule 70 Refresh**
  - **The COMSATCOM SINs will comply with all general terms and conditions, evaluation criteria, etc. found in the standing solicitation**
  - **RFI includes the additional unique terms and conditions, evaluation criteria, etc., applicable only to the COMSATCOM SINs**
- **Please familiarize yourself with the standing solicitation (Refresh #24)**

The current IT Schedule 70 solicitation is found at: www.gsa.gov/schedule70

IT Schedule 70 SINs Request for Information (RFI)

- **Request Industry feedback/recommendations on draft Transponded Capacity and Subscription Services SIN Descriptions, Terms and Conditions, Price Examples, and Evaluation Criteria**
- **E-mail responses due 5:00 PM (EST), Wednesday, October 28, 2009 to the following:**
  - **futurecomsatcom@gsa.gov**
  - **Subject: FCSA Draft Schedule 70 SINs Feedback**

RFI Posted at: www.fbo.gov
Keyword: FCSA

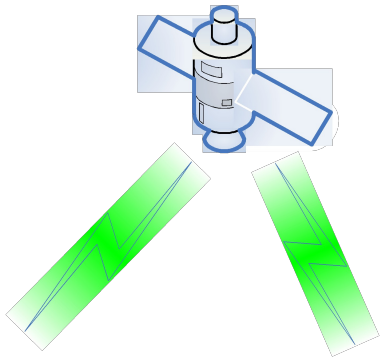
RFI Attachments 1 & 2

Transponded Capacity SIN Description

Subscription Services SIN Description

Transponded Capacity Examples

- **CENTCOM inter-theater comms: 144 MHz Ku bandwidth**
- **Armed Forces Radio and Television Services Digital TV Direct To Sailors FSS Global Network: Three 36 MHz transponders**



Anything from a single data stream, to a partial transponder, to whole transponders, to entire

Transponded Capacity SIN Description

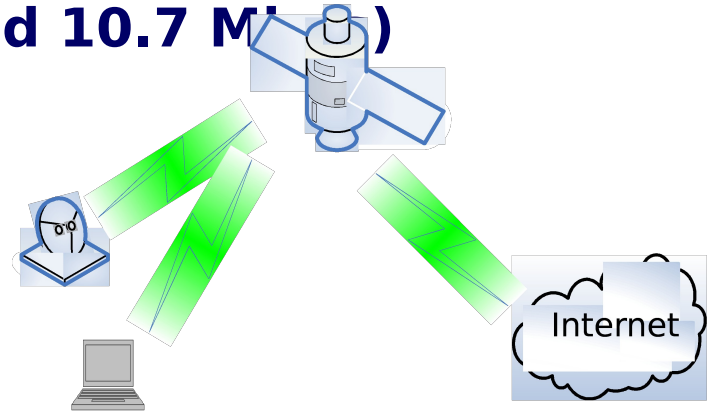
- **Owning/operating or reselling dedicated bandwidth on a commercial satellite in any commercially available COMSATCOM frequency band**
  - **Satellite bandwidth and power only**
  - **Also includes (not separately priced):**
    - **Limited engineering and training to use bandwidth;**
    - **Management of the transponder;**
    - **Required approvals (e.g., frequency clearances, landing rights)**
  - **Host Nation Agreements (HNAs) will be priced separately when required**

Discussion on Transponded Capacity SIN

- **Vendor service offerings DO NOT have to provide global coverage in all frequency bands**
  - **Seeking whatever services each vendor offers commercial customers**
- **Does not include equipment purchases**
- **Individual requirements competed among Schedule Holders on a Task Order basis**

Subscription Services Examples

- **Army Space and Missile Defense bandwidth on multiple satellites, network managed FSS services, terrestrial, hub and teleport services**
- **NASA Inmarsat MSS Global Area Network (GAN) Telephony, GAN Mobile ISDN and GAN Mobile Packet Data Service (MPDS) (approx. 26,000 minutes and 10.7 M[illegible])**



Maximum leverage of commercially available services to meet customers' growing and evolving

Subscription Services SIN Description

- **Pre-existing, pre-engineered Fixed Satellite Services and/or Mobile Satellite Services solutions in any commercially available COMSATCOM frequency band**
  - **Shared satellite resources**
  - **Ancillary terrestrial component (ATC)**
  - **Contractor specified equipment (leased)**
- **Contractors furnish airtime, materials, personnel, facilities, engineering, leased equipment, etc.**

Discussion on Subscription Services SIN

- **Vendor service offerings DO NOT have to provide global coverage**
  - **Seeking whatever Fixed and/or Mobile Satellite Services vendors offers to commercial customers**
- **Does not include line items for purchased equipment**
  - **Vendors should leverage SIN 132 8 or 132 9 to obtain any purchased equipment required as part of a Subscription Service solution**
- **Individual requirements competed among Schedule Holders on a Task Order basis**

RFI Attachment 3
Additional Terms and Conditions Applicable to COMSATCOM SINs

RFI Attachments 8, 9, 10, 11

Terms and Conditions (T&Cs) Information Assurance (IA) Compliance

- **Committee on National Security Systems Policy (CNSSP) 12, *"National Information Assurance Policy for Space Systems used to Support National Security Missions"***
  - **OR Department of Defense Directive (DoDD) 8581.1, *"Information Assurance (IA) Policy for Space Systems Used by the Department of Defense"***
- **Federal Information Processing Standards Publication 200 (FIPS 200), *"Minimum Security Requirements for Federal Information and Information Systems"***
  - **FIPS 200 Minimum Security Controls are described in National Institute of Standards and Technology (NIST) Special Publication (SP) 800-53, *"Recommended Security Controls for Federal Information Systems and Organizations"***
  - **OR DoD Instruction (DoDI) 8500.2, *"Information Assurance Implementation"***

T&Cs
IA Compliance (cont.)

- **Services will comply with CNSSP 12 to the maximum extent possible**
  - **Services for DoD customers must comply with DoDD 8581.1**
- **All services shall meet – at a minimum – the minimum security requirements assigned against a low-impact information system (per FIPS 200) or Mission Assurance Category (MAC) III system (per DoDI 8500.2)**
  - **For each Task Order the ordering activity will assign an impact level (per FIPS 200) or MAC (per DoDI 8500.2)**
  - **Vendor services must comply with the minimum security requirements assigned for the impact level or MAC specified in the Task Order**

T&Cs
IA Compliance (cont.)

- **Vendors will be asked to fill out an IA Compliance Checklist as part of their COMSATCOM SIN proposals**
  - **Attachment 8 is the IA Compliance Checklist**
  - **Attachment 9 describes the minimum security requirements assigned for all FIPS 200 impact levels and corresponding DoDI 8500.2 MAC levels**
- **Compliance will be on a Task Order basis**
  - **The Government reserves the right to independently evaluate the service provider's IA compliance for any proposed or awarded services**
  - **All IA certification, accreditation, and evaluation is the responsibility of the ordering activity**

T&Cs – IA Compliance Checklist Examples

References		CONTROL NAME	Threshold Compliance	
DoDI 8500.2	NIST 800-53		Low-Impact Information System (FIPS 200 / NIST SP 800-53) MAC III (DoDI 8500.2) (generally commercial best practices)	Explain Your Current Compliance OR Actions to Become Compliant
		Access Control		
ECAN-1 ECPA-1 PRAS-1 DCAR-1	AC-1	ACCESS CONTROL POLICY AND PROCEDURES	The organization develops, disseminates, and reviews/updates [*Assignment: organization-defined frequency*]: a. A formal, documented access control policy that addresses purpose, scope, roles, responsibilities, management commitment, coordination among organizational entities, and compliance; and b. Formal, documented procedures to facilitate the implementation of the access control policy and associated access controls.	
		Physical and Environmental Protection		
PEEL-1	PE-12	EMERGENCY LIGHTING	The organization employs and maintains automatic emergency lighting for the information system that activates in the event of a power outage or disruption and that covers emergency exits and evacuation routes within the facility.	
EBRU-1	PE-17	ALTERNATE WORK SITE	Not Applicable	Optional: (May be applicable for NIST Moderate or High Impact, or DoD MAC I or MAC II)

NOTE: Italized information in [*brackets*] is for the ordering activity to tailor the security controls to support specific mission, business, or operational needs

T&Cs – IA Compliance Checklist Examples

References		CONTROL NAME	Threshold Compliance	
DoDI 8500.2	NIST 800-53		Low-Impact Information System (FIPS 200 / NIST SP 800-53) MAC III (DoDI 8500.2) (generally commercial best practices)	Explain Your Current Compliance OR Actions to Become Compliant
Personnel Security				
5.12.7	PS-4	PERSONNEL TERMINATION	The organization, upon termination of individual employment: a. Terminates information system access; b. Conducts exit interviews; c. Retrieves all security-related organizational information system-related property; and d. Retains access to organizational information and information systems formerly controlled by terminated individual.	
System and Communications Protection				
---	SC-5	DENIAL OF SERVICE PROTECTION	The information system protects against or limits the effects of the following types of denial of service attacks: [*Assignment: organization-defined list of types of denial of service attacks or reference to source for current list*].	

NOTE: Italized information in [*brackets*] is for the ordering authority to tailor the security controls to support specific mission, business, or operational needs

Information Assurance References

- Committee on National Security Systems Policy 12 is found on The Committee on National Security Systems website, http://www.cnss.gov/full-index.html
- DoD Directive 8581.1 and DoDI 8500.2 can be found on the Official Department of Defense Web Site for DoD Issuances, http://www.dtic.mil/whs/directives/
- Information on FISMA, Federal Information Processing Standards (FIPS) Publication 200, NIST Special Publication 800-53, and other references and resources relating to the implementation of FISMA is found at the NIST Computer Security Resource Center's FISMA Implementation Project website, http://csrc.nist.gov/groups/SMA/fisma/index.html

T&Cs - Security

- To service some Task Orders, the service provider may be required to obtain/possess varying levels of personnel and facility security clearances
- The vendor is responsible for all costs associated with obtaining/possessing security clearances
- The Government will issue DD-254s and sponsor vendors requiring security clearances under this contract
  - Vendors are expected to flow down all DD-254 requirements in all contracts to subcontractors, sources of supply, etc.
- Attachment 10 is the sample DD-254, DoD Contract Security Classification Specification
- Attachment 11 is the DD-254 Continuation Pages

Other T&Cs – General Requirements

- **Responsiveness – ability to provision services in:**
  - **Standard Delivery – 15 calendar days or less**
  - **Extended Delivery – 90 calendar days or less**
  - **Accelerated Delivery – 7 calendar days or less**
  - **Time-Critical Delivery – 4 hours or less**
- **Portability – capability to redeploy COMSATCOM services from one transponder/satellite to another or one managed service area to another, subject to availability**

Other T&Cs – General Requirements

- **Flexibility/Optimization - capability to re-groom resources after Task Order award for spectral, operational, or price efficiencies**
- **Net Ready (Interoperability) - COMSATCOM services and solutions consistent with commercial/industry standards and/or best practices**
- **Network Monitoring (NetOps) - monitoring and fault reporting consistent with commercial / industry standards and/or best practices**

Other T&Cs – General Requirements

- **EMI/RFI Identification, Characterization, and Geo-location**
  - **Capability to collect and electronically report to the Government in near real-time Electro Magnetic Interference (EMI) / Radio Frequency Interference (RFI) identification, characterization, and geo-location, including the ability to:**
    - **Identify and characterize sub-carrier EMI/RFI being transmitted underneath an authorized carrier**
    - **Geo-locate the source of any and all EMI/RFI**

RFI Attachments 4 & 5
Price List Examples

Schedule Pricing

- **Vendors define and price their commercial offerings**
  - **Prices based on Most Favored Customer pricing**
  - **Discounts expected on a Task Order basis without the need to modify the base contract**
    - **Discounts on a given Task Order do not “lock” the vendor into that price for other Task Orders**
- **The Price List Examples are provided in an attempt to reduce the number of vendor modifications to their offerings as new resources are deployed**

Transponded Capacity Price List

- **Example Price Lists are provided as guidance:**

Description	Capacity (MHz)		Duration (Days)	Band	Region	Preemptible / Non-Preemptible	Unit Cost	Unit Quantity
	Minimum	Maximum						
Ex: Ku-band, N. America	*0.0 MHz*	*6.0 MHz*	*1 day*	*Ku*	*North America*	*Preemptible*	*$12k*	*Per MHz per Day*

- **Rationale for the examples is to reduce the number of individual contract modifications required for award by listing:**
  - **Regions instead of specific satellite names**
  - **Bandwidth ranges instead of exact amounts**
  - **One Host Nation Agreement line item with**

Subscription Services Price Lists

- **Example Fixed Satellite Services Price List:**

Description	Bandwidth Uplink / Downlink	Duration	Frequency Band	Region	Unit Cost	Unit
Ex: Half-Duplex transmission of voice, data, and video traffic for Point-to-Point	*1024/1024 Kbps*	*Year*	*Ku*	*North America*	*$$$*	*Per site / per month*

- **Example Mobile Satellite Services Price List:**

Description	Data Rate(s)	Duration	Region	Unit Cost	Unit
Ex: Streaming, full-duplex voice and data	*64 Kbps*	*Year*	*CONUS*	*$$$*	*Per user / per month*

- **Vendors are encouraged to provide other examples**
  - **These examples do not count toward page count limit**

RFI Attachments 6 & 7
Evaluation Factors 6 & 7

Evaluation Factors 1-5

- **The current IT Schedule 70 solicitation (Refresh #24) contains five Evaluation Factors**
  - **FACTOR 1. Financial Responsibility Determination**
  - **FACTOR 2. Corporate Experience**
  - **FACTOR 3. Past Performance**
  - **FACTOR 4. Project Experience for SIN 132-51 and SIN 132-60f only (not applicable to COMSATCOM SINs)**
  - **FACTOR 5. Price Proposal**
- **Two additional Evaluation Factors for the COMSATCOM SINs will be included in the Refresh**

The current IT Schedule 70 solicitation is found at: www.gsa.gov/schedule70

Evaluation Factor 6 - Project Experience for COMSATCOM SINs

- **Evaluation of experience delivering the COMSATCOM Services offered under the SIN against which the vendor is offering a proposal**
  - **Three projects, similar in size and complexity to the effort contemplated herein and in sufficient detail for the Government to perform an evaluation**
    - Examples shall have been completed within last two years or be ongoing
  - **Offerors who cannot provide examples may provide additional documentation to substantiate project experience**
- **Project Experience examples do not have to be for services provided to the Government**

Evaluation Factor 7 - Information Assurance Minimum Security Controls Compliance

- **Vendor completes the IA Checklist in Attachment 8 documenting current compliance with each NIST SP 800-53 and DoDI 8500.2 minimum security control, or actions the offeror intends to take to comply prior to competing for Task Orders**
- **Government evaluates the Checklist to determine whether the offeror understands the minimum security controls, and has processes, personnel, and infrastructure that currently complies or demonstrates a reasonable approach to becoming compliant with all the minimum security controls**
- **Intent is not to disqualify vendors based upon their current IA posture, but to ensure they understand how to comply with National IA policy when competing for Task Orders**
  - **Compliance will be on a Task Order basis**

Next Steps

Action for Industry

- **Provide feedback/recommendations on draft Transponded Capacity and Subscription Services SIN Descriptions, Terms and Conditions, Price Examples, and Evaluation Criteria**
- **15 single-sided, Times New Roman 10-pitch font, single-spaced pages (excluding Price List examples)**
- **E-mail responses due 5:00 PM (EST), Wednesday, October 28, 2009 to the following:**
  - **futurecomsatcom@gsa.gov**
  - **Subject: FCSA Draft Schedule 70 SINs Feedback**

RFI Posted at: www.fbo.gov
Keyword: FCSA

Program Milestones

- ✓ Draft Schedule Solicitation Release – 1QFY2010
- **ID/IQ draft RFP Release – 2QFY2010**
- Final Schedule Solicitation Release – 2QFY2010
- Final ID/IQ RFP Release – 3QFY2010
- Initial Schedule contracts awarded – 2QFY2011
- ID/IQ contracts awarded – 4QFY2011

Questions??

- **Additional questions may be submitted to:**

  futurecomsatcom@gsa.gov

- **Fact sheets based on questions submitted are being prepared and posted based on Industry feedback**

Today's briefing, additional info, and updates available at

Don’t Forget Today at 11:15 a.m.

Preparing a Quality Schedule Offering

Learn more about Federal Supply Schedules at:
http://www.gsa.gov/schedules

Visit the Center for Acquisition Excellence for online training, including "Using GSA Schedules" and "How to Become a Contractor - GSA Schedules Program"
http://www.gsa.gov/trainingmas